

# TIME NOW TO BEGIN YOUR XMAS SHOPPING

**Kaufmann & Co**

NORFOLK SWEATER COATS, the latest fad with sailor collar, belt and pocket. All wool, in tan and brown combination, also solid white and red, regular \$5 values, special \$2.98.

Before the great holiday throngs tax our facilities to the utmost, before the necessity of hurried shopping and crowded aisles make the selection of gifts less enjoyable—BUY XMAS GIFTS NOW, while choice may be had at leisure, from bright, new unhandled holiday stock.

**Kaufmann & Co**

BLACK SEAL PLUSH CHILDREN'S COATS—Sailor collar, trimmed, fancy buttons. Sizes 3 to 6 years. Special at \$5.00.

## A Thanksgiving Sale of Dresses for Women & Misses OFFERING UNPRECEDENTED ECONOMIES

An opportunity to prepare for the coming social season, for the theatre, dances, receptions, street and evening wear, at SAVINGS OF ONE-THIRD TO ONE-HALF REGULAR PRICE.

The economies are of greater value than the mere dollars and cents signify, because savings may be enjoyed on apparel of distinction, and they represent the latest approved styles of Paris, as many are reproductions of imported models.

**\$18.50 Crepe de Chine and Taffeta Striped Dresses, \$12.50**

With striped sailor collars, V neck, fancy buttons, the newest shades; dresses that are beautifully finished in every detail.

**\$25.00 Taffeta Silk Dresses, \$15.00**

Surplice effect, yoke and undersleeve of net; loose panel effect.

**\$29.00 Crepe Meteor and Velvet Dresses, \$20.00**

Velvet model, has wide shawl collar inlaid with satin and fringed Crepe Meteor Dress, short waisted Charlotte Corday effect; Irish point collar.

**\$37.50 Crepe Meteor Dresses, \$25.00**

Short waisted Charlotte Corday effect, trimmed in puffing of same material, with fishie of net.

## Sale of Children's Coats Cleaning Up Odds and Ends \$3.50 Values To-Morrow, \$1.50 \$5.00 Values To-Morrow, \$2.48

We have gathered from our stock two lots of Children's Coats. Some few are of last season, but most all are this season's styles. Every one practical, sturdy, stylish and will give excellent wear. A range of sizes to select from, and all the wanted fabrics. For easy selection we have placed them on tables—third floor. Mothers, don't fail to come to this money-saving sale of Coats.

High-grade double-texture soft man Polo Coats in greys, tans and browns all with the belt of same material, button high at neck and turn back cuffs, regular \$15.00 values in sizes 8 to 14 years. Special \$12.00.

## A Special Demonstration of the Famous Madame Irene Corsets Beginning To-Morrow by Our Expert Fitter

Many new models being shown. The MADAME IRENE is conceded to be the FINEST CORSET made. It is famous for its style and comfort, correcting the figure's faults, giving charming expression to its beauty lines, lending distinction to the fashionable gown—all this explaining why the women of Richmond come to Kaufmann.

The Madame Irene is here for every woman. Priced from \$5.00 up to \$25.00.

### Take Advantage of This Opportunity

Madame Irene Corsets, for the slender figure, low bust, extra long hip and back, 6 hose supporters, of coutil; special..... **\$5.00**

Madame Irene Corsets, for stout figures, low bust, slightly curved back, long skirt, heavy triple side boning, made of coutil; special..... **\$6.00**

For the medium figure, very low bust, extra long skirt in front and back, white imported coutil, 6 hose supporters; special..... **\$7.50**

For the tall, well-developed figure, low bust, extremely long skirt in front and back, front hose supporters attached under skirt to front steel—an invention to keep the corset from rising.



## To-Morrow Morning We Place on Sale an Extraordinary Purchase of New Tailored Suits for Women and Misses, Such as We Regularly Sell for \$25, at the One Price of \$15

*"It's an ill wind that blows nobody good."*

By reason of a fortunate purchase of one of the best New York tailoring firms we are able to turn over to our customers to-morrow a splendid collection of fresh novelty tailored Suits for women and misses at a price that averages, in many instances, less than half what they were made to sell for. The materials are English mixtures and diagonal chevrons, in blue, brown, black and other desirable combinations.

Please bear in mind that these Suits are all NEW, of high quality tailoring, finely lined and exceptional in every way.

A manufacturer who was starting on spring samples closed out a lot of Suits to us that we have been featuring at \$37.50; to-morrow at..... **\$25.00**

The materials of diagonal worsted, whipcord and chiffon broadcloth, in blue and brown. Every suit in the lot is new. The last of them arrived Saturday. The suits are faultlessly tailored, with hand-felled lapels, hand-turned shoulders, and all such details decidedly superior. Others with the added touch of round collars, inlaid with velvet, and a long wide diagonal rever down front. These suits are so lately made that they have the benefit of recently imported models.

### The Ideal Coat or Wrap for Every Woman

Our Coat and Wrap assortments are more thoroughly represented, too, than ever before.

The prices are within the reach of modest means, enabling every woman to own a Kaufmann Coat of quality.

Chinchilla Cloth Coats, large collars..... **\$15.00**

Reversible Cloth Coats at..... **\$17.50**

Polo Coats at..... **\$20.00**

Velvet Coats, reversible..... **\$35.00**

### Two Specials in Coats for To-Morrow

Full Length English Mixture Coat, round collar and turned-back cuffs and pockets of contrasting materials, long revers; another model of that soft rough-finish double-face cloth now so much in favor; wide shawl collar, in light and dark blue; special..... **\$13.50**

Smart Serge and Cheviot Coat, very swagger, and can be used for motoring and street; in fact, for every occasion; made by the best men tailors, and is one of the best values we have offered this season; an actual \$15.00 value; to-morrow..... **\$10.00**



## Richest Furs, True to Their Pedigree

Widespread misrepresentation in the selling of Furs prompts us to suggest to the prospective purchaser the careful consideration of their association in selection of Furs.

First of all, buy Furs at a store with an established reputation for reliability; then expect of these Furs all the appearance and service you are told they will give.

Kaufmann Furs are always protected by our guarantee, so you are sure of satisfaction here.

Pony Coats from \$50.00 up. Astrakhan Fur Coats, \$50 up.

Jap Mink Fur Coats, \$100 up.

Near Seal Fur Coats, \$1.00 up.

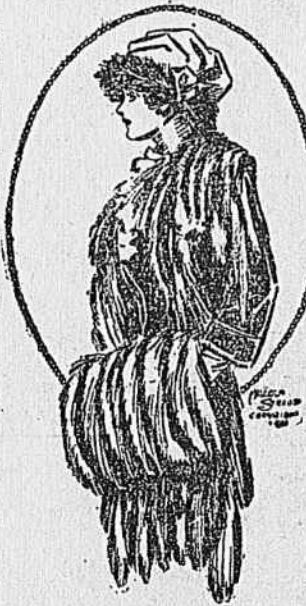
Black Hair Muff, trimmed with heads and tails..... **\$10.98**

Isabella Fox Set—long scarf, large muff..... **\$55.00**

Natural Grey Raccoon, throw scarf and plain muff..... **\$33.00**

Tiger Hair Set, narrow scarf, with tails and muff; per set..... **\$12.00**

Black Opossum Fur Set, plain muff; per set..... **\$35.00**



Dark Brown Raccoon Fur Set, cape effect, plain muff..... **\$40.00**

Black Lynx Set, Lypsig dye, long scarf, plain muff..... **\$80.00**

Pointed Fox Set, trimmed in heads and tails, long scarf and plain muff..... **\$100.00**

Separate Mink Neckpiece, head and tails trimmed..... **\$45.00**

## BEAUTIFUL MOURNING MILLINERY

We have made a special study of Mourning Millinery. Here every one can be easily suited, from the French importation to the extremely simple Hat, showing a style touch of Kaufmann individuality. In the collection you will find the Smart Rolling Brim Sailor of bengaline, trimmed with ears of crepe and cabashon at front. Many other smart models in Coronet, Turban, Dutch and Continental shapes, draped and plaited of uncut velvet, chiffon and crepe; others with wings of same material.

**Priced From \$7.50 Up to \$16.50**

In our Popular Priced Section, first floor, we are offering many

**Smart Hats of Velvets, Felts and Silks**

*Trimmed in Fancy Feathers, Wings and Bows, at*

**\$2.98, \$3.98, \$4.98**

## The Kaufmann Holiday Presentation of Sterling Silver Is Now at Its Best.

Nothing, perhaps, arouses so great a desire of gift-giving to one's mind as these beauty things fashioned of sterling silver.

And we are in full readiness to inspire, suggest and serve in the pleasurable quest of selecting the one most particular gift for this coming Christmas. A few of the many novelties: Sterling Silver Photograph Frames, Toilet Sets, and many in sterling silver deposit.

A beautiful assortment of Guaranteed German Silver Mesh Bags, 6-inch, 7-inch and 7½-inch, heavy embossed frame, fine quality mesh, ball fringe, long chain handle; special, \$2.98, \$3.98 and \$5.00.

Sterling Silver Deposit Ware  
Claret Glasses, 50c.  
Perfume Bottles, 33c to \$1.50.  
Salt and Peppers, \$1.00.  
Cream and Sugar Sets, 89c to \$1.50.

Water Glasses, \$1.00.  
Cocktail Glasses, 98c.  
Whiskey Glasses, 89c.  
Wine Glasses, \$1.00.  
Liquor Decanter, \$4.98.  
Water Pitchers, \$2.50 to \$2.98.

## \$7.50 Taffeta Umbrellas at \$4.75

Not often is the opportunity offered, and just at Christmas time, to own a beautiful Ladies' Black Silk Taffeta Umbrella, in 10-inch and 12-inch length heavily embossed sterling silver handle, at such price savings.

Ladies' Black Silk Serge Taffeta Umbrellas, with plain and sterling trimmed handles; special..... **\$2.98**

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## An Exposition of Novelties in Brass Ware

Ready for your Christmas buying, with practical holiday remembrances for the home, each more fascinating and more beautiful than the other. Come, if merely to see our exclusive display.

Fern Dish, 89c.

Smoking Sets, 89c.

Desk Sets from \$2.50 to \$15.00.

We offer one of the best values in Brass Fern Sets ever shown in Richmond, comprising a Fern Dish of brass, with reflector, and Everlasting Ferns. This offering should retail at \$1.50, but to introduce our brass novelties to-morrow at..... **\$1.00**

## Parisian Ivory—the Newest Novelty for Xmas Gift Giving

Parisian Ivory will appeal to all tastes, cleverly imitating real ivory, and it's so practical and the prices are so inexpensive that it ought to solve a good many of your Christmas needs.

Frames from 25c to \$1.50.  
Manicure Sets, \$2.98.  
Military Brushes, \$3.50.  
Soap Boxes, 25c and 38c.

Dressing Combs, 50c and 75c.  
Infants' Sets, 69c to \$1.98.  
Buffets, 50c and 75c.  
Whisk Brooms, \$1.00.